

**From:** [Thomas A. Lang, Esquire - Comcast](#)  
**To:** [Geist, Laura \(DHHS\)](#)  
**Cc:** [Clifford W. McKeown](#)  
**Subject:** Re: Real Alternatives Michigan Preg and Parenting Support Svcs Program Expenses for May 2017  
**Date:** Thursday, October 12, 2017 9:50:55 AM

---

Laura -

I received this at 4:59 pm!

Cliff and I should be available during that time. What number should we call you at?

Tom

On 10/11/17, 11:48 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:

>Tom,  
>  
>I am in meetings all day today. Are you available tomorrow between 10:30  
>am - 12:00 pm? I am also available any time on Friday.  
>  
>Thank you,  
>Laura  
>  
>  
>Laura Geist  
>(517) 241-3932  
>GeistL1@michigan.gov  
>  
>-----Original Message-----  
>From: Thomas A. Lang, Esquire - Comcast  
>[<mailto:ra-operations@comcast.net>]  
>Sent: Tuesday, October 10, 2017 11:48 AM  
>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>Cc: Clifford McKeown (ra-finance@comcast.net) <ra-finance@comcast.net>  
>Subject: Re: Real Alternatives Michigan Preg and Parenting Support Svcs  
>Program Expenses for May 2017  
>  
>Would now be a good time?  
>  
>On 10/9/17, 8:30 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:  
>  
>>Tom,  
>>  
>>Would you and Cliff have time tomorrow for a call? I am free any time  
>>except 9:30 - 10:30 am.  
>>  
>>Thanks,  
>>Laura  
>>  
>>  
>>Laura Geist  
>>(517) 241-3932  
>>GeistL1@michigan.gov

>>  
>>-----Original Message-----  
>>From: Thomas A. Lang, Esquire - Comcast  
>>[<mailto:ra-operations@comcast.net>]  
>>Sent: Friday, October 6, 2017 5:08 PM  
>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>Cc: Clifford McKeown (ra-finance@comcast.net) <ra-finance@comcast.net>  
>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support Svcs  
>>Program Expenses for May 2017  
>>  
>>Laura -  
>>  
>>The computer referenced is on the services side since it is used for  
>>on-line billing and the services database.  
>>  
>>Cliff tells me that we have no prior experience with your suggestion to  
>>"use the service budget only, and exercise the indirect rate to cover  
>>your 10% admin."  
>>  
>>Tom  
>>  
>>  
>>On 10/6/17, 8:59 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:  
>>  
>>>Tom,  
>>>  
>>>TANF does have a 15% admin cost maximum applied to the State.  
>>>However, your budget only includes 10% admin as it was presented.  
>>>  
>>>Your prior email indicated that the admin costs appear to be over 27%.  
>>>When I look through the detail line items of your budget, the only  
>>>item on the Services budget that I would have any question on is the  
>>>Computer Expense. Could we better define that to show it is service  
>>>related, rather than admin?  
>>>  
>>>The other alternative would be to use the service budget only, and  
>>>exercise the indirect rate to cover your 10% admin.  
>>>  
>>>Any thoughts?  
>>>Laura  
>>>  
>>>  
>>>  
>>>Laura Geist  
>>>(517) 241-3932  
>>>GeistL1@michigan.gov  
>>>  
>>>-----Original Message-----  
>>>From: Thomas A. Lang, Esquire - Comcast  
>>>[<mailto:ra-operations@comcast.net>]  
>>>Sent: Thursday, October 5, 2017 6:00 PM  
>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support  
>>>Svcs Program Expenses for May 2017  
>>>  
>>>You're correct. That's no longer applicable since state money is now  
>>>not involved.

>>>  
>>>However, the 15% Admin Cost Ratio maximum still applies since it is  
>>>funded with TANF money, correct?  
>>>  
>>>  
>>>On 10/5/17, 2:51 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov> wrote:  
>>>  
>>>>Tom,  
>>>>  
>>>>MDHHS does not have a 10% administrative cost maximum in our agreement.  
>>>>We have a 10% indirect expense maximum. If your agency can directly  
>>>>account for the expenditures, then you can include those  
>>>>administrative costs as direct expenditures.  
>>>>  
>>>>Maybe we need to have a phone conversation about this. Is there a  
>>>>good time we could speak? I have a meeting today from 3 - 4, but I  
>>>>am available after and most of tomorrow.  
>>>>  
>>>>Laura  
>>>>  
>>>>  
>>>>Laura Geist  
>>>>(517) 241-3932  
>>>>GeistL1@michigan.gov  
>>>>  
>>>>  
>>>>-----Original Message-----  
>>>>From: Thomas A. Lang, Esquire - Comcast  
>>>>[\[mailto:ra-operations@comcast.net\]](mailto:ra-operations@comcast.net)  
>>>>Sent: Thursday, October 5, 2017 1:07 PM  
>>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>>>Cc: Clifford W. McKeown <ra-finance@comcast.net>  
>>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support  
>>>>Svcs Program Expenses for May 2017  
>>>>  
>>>>Yes, because under the contract we have a 10% Administrative Cost  
>>>>Ratio maximum. We need to be able to show that in the budget.  
>>>>Always works this way in every state.  
>>>>  
>>>>On 10/5/17, 12:58 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>  
>>>>wrote:  
>>>>  
>>>>>Tom,  
>>>>>  
>>>>>MDHHS makes no distinction between direct expenses. Whether those  
>>>>>expenses are administrative or service delivery, all direct expenses  
>>>>>should be included within the budget details.  
>>>>>  
>>>>>The form that MDHHS uses allows your agency to reflect all direct  
>>>>>expenses that are applicable to this grant program.  
>>>>>  
>>>>>I understand what you are saying about how you have done things in  
>>>>>the past. However, this is not something that we would normally  
>>>>>include in a grant. Can you help me understand why your agency  
>>>>>feels it is important to note which expenses are administrative in  
>>>>>nature?  
>>>>>

>>>>>Thank you,  
>>>>>Laura  
>>>>>  
>>>>>  
>>>>>Laura Geist  
>>>>>(517) 241-3932  
>>>>>GeistL1@michigan.gov  
>>>>>  
>>>>>-----Original Message-----  
>>>>>From: Thomas A. Lang, Esquire - Comcast  
>>>>>[mailto:[ra-operations@comcast.net](mailto:ra-operations@comcast.net)]  
>>>>>Sent: Thursday, October 5, 2017 12:37 PM  
>>>>>To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>>>>Cc: Clifford W. McKeown <ra-finance@comcast.net>  
>>>>>Subject: Re: Real Alternatives Michigan Preg and Parenting Support  
>>>>>Svcs Program Expenses for May 2017  
>>>>>Importance: High  
>>>>>  
>>>>>Laura -  
>>>>>  
>>>>>Kevin, Cliff and I met to discuss this problem. We had the  
>>>>>identical issue at the outset of the last contract. We worked this  
>>>>>out then and it was agreed that we could use the format that we  
>>>>>recently also submitted to you, for the following very important  
>>>>>reason.  
>>>>>  
>>>>>If we use the form that you propose, there is no breakdown between  
>>>>>Admin and Services. If you just go through and try to figure which  
>>>>>could be Admin and which could be Services, we would be instantly  
>>>>>breaching the contract as the Admin Cost Ratio would look like it's  
>>>>>27.61%, even though that doesn't reflect reality!  
>>>>>  
>>>>>If the form you propose is the only one that can be used, we would  
>>>>>need to have the ability to have one set titled, "DIRECT EXPENSES -  
>>>>>ADMIN"  
>>>>>and one set titled, "DIRECT EXPENSES - SERVICES". Is that possible?  
>>>>>  
>>>>>Thank you!  
>>>>>Tom  
>>>>>  
>>>>>On 10/4/17, 5:20 PM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>  
>>>>>wrote:  
>>>>>  
>>>>>Hi Tom and Cliff,  
>>>>>  
>>>>>There are items in your proposed budget that do not belong in the  
>>>>>Contractual category. Contractual is intended for agencies and  
>>>>>individuals that work on the programmatic scope of the project.  
>>>>>The legal consultant, database consultant, accounting, and  
>>>>>equipment costs all belong in the Other Expenses category.  
>>>>>  
>>>>>I have updated the budget in EGrAMS. Please review and let me know  
>>>>>if you have any issues.  
>>>>>  
>>>>>Thank you,  
>>>>>Laura  
>>>>>

>>>>>>  
>>>>>> Laura Geist  
>>>>>> (517) 241-3932  
>>>>>> GeistL1@michigan.gov  
>>>>>>  
>>>>>>-----Original Message-----  
>>>>>> From: Thomas A. Lang, Esquire - Comcast  
>>>>>> [<mailto:ra-operations@comcast.net>]  
>>>>>> Sent: Tuesday, October 3, 2017 3:18 PM  
>>>>>> To: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>>>>> Cc: Cliff <ra-finance@comcast.net>  
>>>>>> Subject: Re: Real Alternatives Michigan Preg and Parenting Support  
>>>>>> Svcs Program Expenses for May 2017  
>>>>>>  
>>>>>> Laura -  
>>>>>>  
>>>>>> Cliff completed the budget and I am attaching it here for your  
>>>>>> review.  
>>>>>> I am forwarding it since Cliff's email's are apparently being  
>>>>>> blocked or redirected to a spam folder for some reason.  
>>>>>>  
>>>>>> If you have any questions on the budget, please contact Cliff  
>>>>>> directly  
>>>>>> at:  
>>>>>> (717) 541-7833.  
>>>>>>  
>>>>>> Thank you!  
>>>>>> Tom  
>>>>>>  
>>>>>> On 10/2/17, 8:49 AM, "Geist, Laura (DHHS)" <GeistL1@michigan.gov>  
>>>>>> wrote:  
>>>>>>  
>>>>>> Hi Cliff,  
>>>>>>  
>>>>>> The attached Excel document should assist you in completing the  
>>>>>> detailed budget.  
>>>>>>  
>>>>>> Thank you,  
>>>>>> Laura  
>>>>>>  
>>>>>>  
>>>>>> Laura Geist  
>>>>>> (517) 241-3932  
>>>>>> GeistL1@michigan.gov  
>>>>>>  
>>>>>>-----Original Message-----  
>>>>>> From: Thomas Lang [<mailto:ra-operations@comcast.net>]  
>>>>>> Sent: Friday, September 29, 2017 5:25 PM  
>>>>>> To: Cliff <ra-finance@comcast.net>  
>>>>>> Cc: Geist, Laura (DHHS) <GeistL1@michigan.gov>  
>>>>>> Subject: Re: Real Alternatives Michigan Preg and Parenting Support  
>>>>>> Svcs Program Expenses for May 2017  
>>>>>>  
>>>>>> Here's what it said, <sup>3</sup>Ms. Geist,  
>>>>>> Would you be able to send us a template that we can fill in  
>>>>>> ourselves of the form you sent us earlier today, the form <sup>3</sup>Budget  
>>>>>> Detail for Pregnancy and Parenting Support Services Program 2018<sup>2</sup>?

